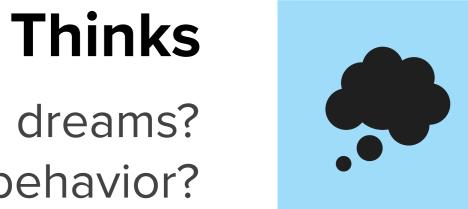


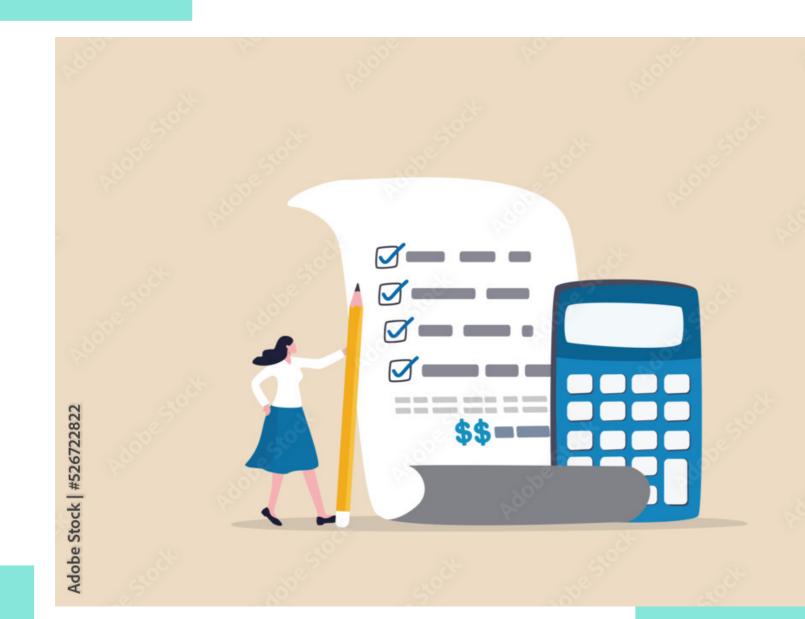
## Says

What have we heard them say? What can we imagine them saying?

What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



how much money need to start your business without encountering cash below problems



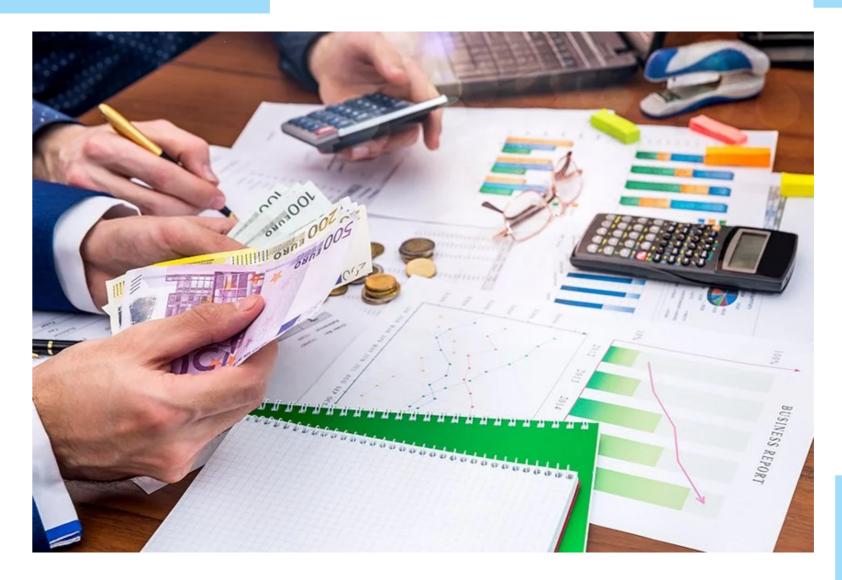
evaluate the expenses involve in the manufacturing of a product

unnecessary
expenses can
be identified
and corrected

entified Estimation of buisness expenses

let's find out the income we have available in a businees

every business
can produce
quality products
only by incurring
the necessary
cost



every business problem can be identified one can prevented from recurring thugs reducing cost

increase or

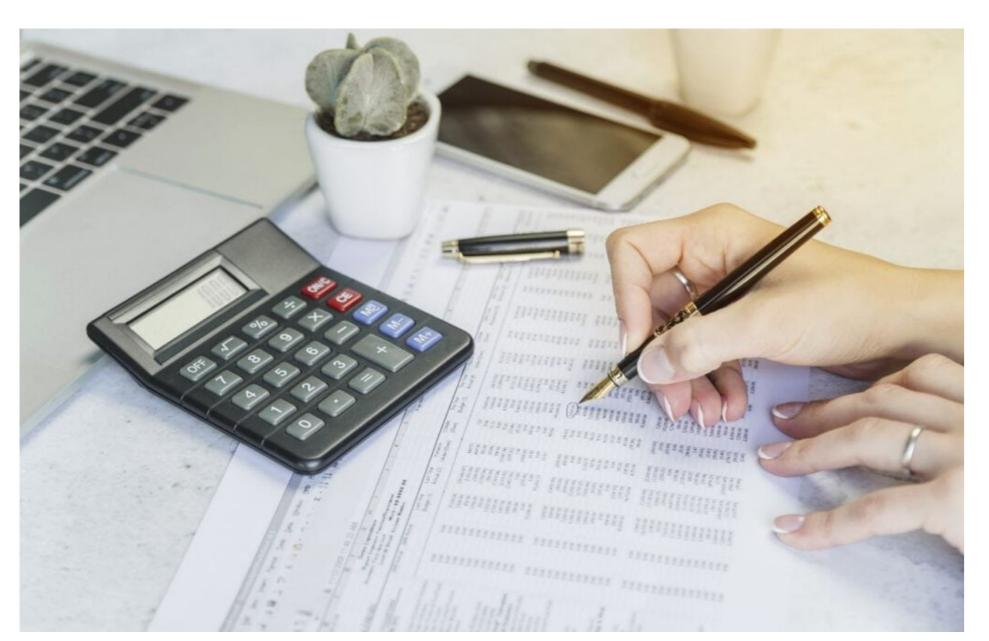
production

to suit sales

decrease

calculate business expenses

net income=end equitybeginning equity(from the balance sheet) total
expense=net
revenue-net
income



Does

What behavior have we observed? What can we imagine them doing?

there are many ways
to estimate costs
and each one is a
different blend says
of difficulty and
accuracy

know that
every
business has
contain
requirements

a business may want to how much a project will be cost before deciding weather to proceed when tofind cost is

uncertain

What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



Feels



